

Message Text

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15

ACTION NEA-10

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O P R 010415Z FEB 76
FM AMEMBASSY KABUL
TO AMEMBASSY BANGKOK IMMEDIATE
AMEMBASSY TEHRAN PRIORITY
AMCONSUL HONG KONG PRIORITY
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E.O. 11652: N/A

TAGS: BEXP, AF

SUBJ: TURNER CONSTRUCTION CO; CONSTRUCTION PROJECT

REF: KABUL 0484 (NOTAL)

1. ACCORDING TO WRITTEN MESSAGE FROM SHELBY REAVES, TURNER CONSTRUCTION CO, NY, HE IS TRAVELING WITH ROBERT KUPFER, PRESIDENT, TURNER CONSTRUCTION INTERNATIONAL ACCORDING TO FOLLOWING SCHEDULE: JANUARY 30 TO BANGKOK; FEBRUARY 4 BANGKOK/DUBAI; FEBRUARY 8 DUBAI/TEHRAN; FEBRUARY 14 TEHRAN/KABUL. ADDRESSEE POSTS ARE REQUESTED TO CONTACT TURNER PARTY IF POSSIBLE (HONG KONG, CONTACT TURNER BRANCH AT TELEPHONE 525-2091; TEHRAN, CONTACT AT TELEPHONE 23-7078) AND PASS THE FOLLOWING MESSAGE FROM M. HASHEM TOUFIQUI, PRESIDENT OF INDUSTRIES, MINISTRY OF MINES AND INDUSTRIES, KABUL.

2. TOUFIQUI STATES THAT ALL OTHER COMPANIES FOR CONSTRUCTION HAVE BEEN SET ASIDE, THAT HE IS PREPARED TO SIGN CONTRACT WITH TURNER ON THE BASIS OF PRICES AND CONDITIONS PREVIOUSLY SUPPLIED BY TURNER. HOWEVER, HE MUST NEGOTIATE IMMEDIATELY. OTHERWISE, HE IS UNDER PRESSURE TO AWARD CONSTRUCTION SEPARATELY ON EACH PROJECT. FYI, CONTRACT FOR KANDAHAR WOOL PLANT SIGNED JANUARY 28, INCLUDED CONSTRUCTION, AS FRG BIDDER WAS PREPARED TO OFFER IT, AND TOUFIQUI UNABLE TO GIVE ASSURANCES THAT TURNER WAS INTERESTED. IT IS IMPERATIVE THAT
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TURNER CONTACT TOUFIQUI IMMEDIATELY AND COME TO KABUL

EARLIER THAN FEBRUARY 12 IF ANY WAY POSSIBLE.

3. THE FOLLOWING ARE ANSWERS TO QUESTIONS FROM REAVES SENT BY

HAND FROM TEHRAN:

(A) TOUFIQUI OFFERED TO FLY TO NEW YORK TO SEE TURNER AT TURNER'S REQUEST. HE HAD NO OTHER PURPOSE FOR TRIP AND THIS OPPORTUNITY HAS NOW PASSED.

(B) TOUFIQUI HAS OFFERED TO NEGOTIATE WITH TURNER AS SINGLE SOURCE FOR CONSTRUCTION CONTRACT.

(C) BUILDING AREA FOR KANDAHAR COTTON IS SITE PAST TARNAK CANAL BRIDGE ON ROAD TO KABUL FROM KANDAHAR; WAEA IS 68,000 SQUARE METERS.

(D) TOUFIQUI STATES HE IS CURRENTLY TALKING ABOUT KANDAHAR COTTON, HERAT COTTON, BALKH COTTON, HERAT CEMENT, AND KANDAHAR CEMENT, SUBJECT TO TURNER'S ACCEPTANCE. OTHER PLANTS ARE POSSIBLE, BUT HE SAYS HE CAN SIGN CONTRACT ON THESE. HE HAS ADVISED TURNER TO GET IN TOUCH WITH THE FULLER CO., U.S., WHOM HE CHARACTERIZES AS "THE LEADING BIDDER ON KANDAHAR CEMENT." HE SAYS HE COULD HAVE INCLUDED KANDAHAR WOOL IF HE HAD GOTTEN STATEMENT OF INTEREST FROM TURNER PRIOR JANUARY 28.

(E) STRUCTURES YOU LISTED ARE TO BE STEEL STRUCTURES.

(F) CANTEEN AND SIMILAR ITEMS ARE WHAT REMAIN TO BE DISCUSSED WITH TURNER.

(G) TURGHUNDI IS AFGHAN RAIL HEAD FOR RUSSIAN RAILROAD SYSTEM, JUST INSIDE AFGHAN BORDER DUE NORTH OF HERAT.

4. EMBASSY COMMENT. WE BELIEVE THIS IS LIVE OPPORTUNITY WHICH MAY BE SLIPPING THROUGH TURNER'S FINGERS. TOUFIQUI STATES HE HAS MINISTER'S APPROVAL TO SIGN CONTRACT ON BASIS TURNER QUOTES FOR CONSTRUCTION DURING NEGOTIATIONS ON KANDAHAR COTTON PROJECT.
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IF TURNER IS INTERESTED, WE BELIEVE IT IS WORTH THEIR WHILE TO ADJUST SCHEDULE TO COME TO KABUL ASAP. IF NOT, REQUEST THEY INFORM TOUFIQUI SO HE CAN FIND SOMEONE ELSE.
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